



THE KLASSIC UNIT NEWSLETTER



Part of the Prestigious WWW AREA

October 2018 Unit Newsletter



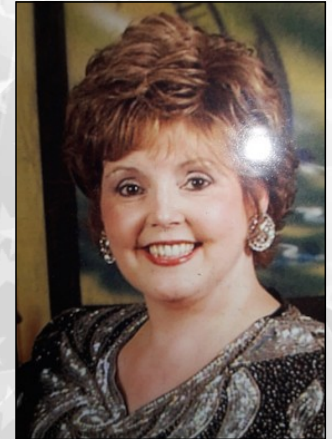
Queen of Wholesale
Monique
May



Sharing Queen
Annie
Sellers



YTD Sharing Queen
Marilyn
Harris



YTD Retail Queen
Marilyn
Harris

Congratulations to Our Star Consultants!

Marilyn Harris
Pearl



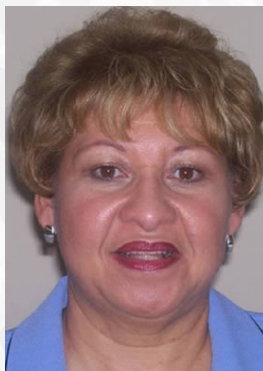
Shelia Little
Sapphire



Rita Simmons
Sapphire



Marilyn Johnson
Sapphire



Lisa Dewberry
Sapphire



Monique May
Sapphire



Kym Walker

Independent Senior National Sales Director

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www.kymwalker.com

www.klassicunit.com



Optimistic October 2018

I'm sooo excited to "Make it a PARTY"

Let's Make our Dream—Life a Party!

Yes - Dream about how your Life can be a party. Check out this definition of Party- A Party is a social event, often in someone's home, at which people enjoy themselves doing things such as eating, drinking, dancing, talking, or playing games. It's Fun, Action filled, and Adventurous. Who do you desire to be with? What kind of people are a part of your group? Well we can Select our Party PEOPLE and surround ourselves with like minded WEALTHY KLASSIC people that want more and are willing to pay the price to live their Dreams and Make it a Party!

OCTOBER KEY

**MAKE IT
A PARTY!**



Join me this month as we use our 6 most important things to do:

Six Most Important Steps:

1. Schedule the appointment and pre-profile your customer.
(Use the Customer Profile Cards from Section 2)
2. Offer a free gift when shared with 2 or more adult friends.
3. Conduct 15 facial appointments using the Skin Care Party Flip Chart. (Print your Flip Chart from [marykayintouch](http://marykayintouch.com) or purchase on Section 2)
4. Close your selling appointment using the Mary Kay Placements and Customer Profile Card Survey. (Print your Placemat from [marykayintouch](http://marykayintouch.com) or purchase on Section 2)
5. Complete your customer service with a MK Interview Guide.
(Located at www.kymwalker.com under National Kym's Favorites)
6. Submit results to your Director and send a sincere thank you note to your customers.

Yes, we have the MK systems TO achieve our Dreams and with 20/20 Vision we can, we will, we must, Aim for BIG GOALS.

Imagine 20 Parties = \$20,000 in retail sales \$10,000 profit

Recruit 20 people per month from your parties \$1,000+ Love check!

Climb the ladder of success Fast and Win your FREE MARY KAY CAR.

In Mary Kay the Key to living your Dreams is to Make the decision and take action!

I'm READY ARE you READY? Let's Do it! It's Party TIME!

Complete and submit your Wealthy ID PACKET- Build your Self-Awareness.

Get registered online at www.kymwalker.com for the Wealthy Advance -December 7,8 &9, 2018.

Order your Holiday Products and gifts and Win your October Key Necklace.

Well I'm activating my 20/20 Vision, I'll see you at the Party!

Love National Kym



Kym Walker
SENIOR NATIONAL
SALES DIRECTOR



Tracy Giese
DIRECTOR OF
SALES FORCE
EDUCATION & TOOLS



WEALTHY ADVANCE 2018

EXCEPTIONAL

WALKER WEALTHY AREA 2018-19

DECEMBER 7th—9th, 2018

**McMullen Creek Shopping Ctr. 8318 Pineville Matthews Rd
Suite 273 (2nd floor), Charlotte, NC 28226**

REGISTRATION:

Consultants, Sales Directors & Spouse

- Early Bird registration by October 15th is \$80.00
- Registration by November 15th is \$95.00
- Late registration after November 15th is \$115.00 (exception for new consultants as of November 1st)

**Register at
www.kymwalker.com
on the front page**

- No Hotel is blocked for this event. Stay at the hotel of your choice near the airport.

**Also training from
Top Cadillac Sales Directors!**

AGENDA:

Friday, December 7th

12:30pm to 3:30pm: Director Meeting
5:00pm: Registration
6:00pm: Dinner
7:00pm to 10:00pm: Wealthy Advance
Featuring a LIVE \$1,000 Skin Care Class

Saturday, December 8th

9:00am: Wealthy Advance
Noon: Luncheon
2:00pm to 5:00pm: Wealthy Advance
5:30pm: Dinner
7:00pm to 9:00pm: Wealthy Advance

Sunday, December 9th

9:00am: Continental Breakfast & Devotion
10:00am to 1:00pm: Wealthy Advance

RECOGNITION:

VIP Seating, Bling Button & Prizes

- ♦ On Target Court of Sales—\$10,000 Pers. Retail
- ♦ On Target Court of Sharing—6 Pers. Qualified
- ♦ On Target Car Driver—5 + Active Pers.
- ♦ DIQ—8 + Active Pers.
- ♦ On Target Qt. 2 Star—\$1,200.00+ Pers. W/S
- ♦ You Hold The Key Winners—July thru November

ATTIRE:

- Friday, Dec. 7th
Beauty Consultant Attire
- Saturday, Dec. 8th & Sunday, Dec. 9th
Bee-Exceptional T-Shirt, MKT-Shirt, Pants
Allowed, NO Jeans Please

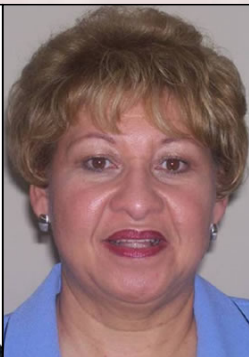
(purchase bee-exceptional tee's for \$40)

You Hold The Key! Let's Make This Year Amazing!

Our Top 5 Wholesale for September



Monique May



Marilyn Johnson



Marilyn Harris



Shelia Little



Meshelle Merritt

Thank You Consultants Who Invested in Their Businesses in September

| | | | |
|-------------------------|----------|------------------------|----------|
| Monique May | \$788.00 | Linda Calhoun | \$225.50 |
| Marilyn Johnson | \$785.70 | Angela Smith | \$225.00 |
| Marilyn Harris | \$709.50 | Diane Lanier | \$225.00 |
| Shelia Little | \$635.50 | Lisa Rucker | \$225.00 |
| Meshelle Merritt | \$620.00 | Shakelia Dewberry | \$225.00 |
| Rita Simmons | \$600.00 | LaNeitra Moore | \$145.00 |
| Cathy Lott | \$298.00 | Lisa Dewberry | \$93.00 |
| Charlie Long-Graham | \$289.00 | Benide Clerizier | \$92.50 |
| Lynette Jones-Carradine | \$278.50 | Deidre Todd | \$82.00 |
| Carla Sykora | \$266.00 | Nora Bowman | \$80.00 |
| Lynda Portice | \$253.00 | Tanya Thompson | \$79.00 |
| Pauline Young | \$246.00 | Fidelia Obioha | \$71.50 |
| Ida Bell | \$240.50 | Janett Hunter | \$60.00 |
| Laurie Garo | \$232.00 | Chastity Harper | \$40.00 |
| Shannon Redish | \$229.50 | Martil Cosper | \$14.00 |
| Shirley Hudson | \$229.50 | Lisa Lindsay | \$10.00 |
| Franchessa Dewberry | \$225.50 | Roberta Sanders-Smiley | \$9.00 |

Each month you achieve MK's *You Hold the Key Challenge*, you'll receive a beautiful piece of jewelry from the exclusive R.J. Graziano Collection. Every month, you'll discover a different Mary Kay-ism that gives you a path to follow. You Hold the Key to making your dreams come true!

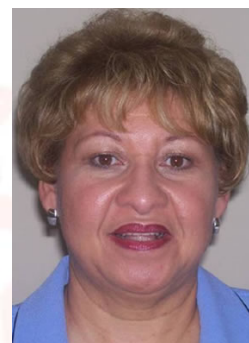


Congratulations To Our New Faces

Take You Places Achievers



Monique May



Marilyn Johnson



Marilyn Harris



Shelia Little



Meshelle Merritt



Rita Simmons

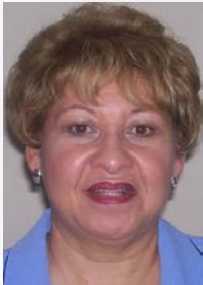
DON'T LIMIT YOURSELF.
MANY PEOPLE LIMIT THEMSELVES
TO WHAT THEY THINK THEY CAN DO.

YOU CAN
GO AS FAR AS YOUR MIND LETS YOU.
WHAT YOU BELIEVE, REMEMBER
YOU CAN ACHIEVE.

- MARY KAY ASH



Benide Clerizier
Senior Consultant



This Could Be You





Welcome New Consultants

Diana Gray

Sponsored By:

Annie Sellers



Look Who Shared in September

Annie Sellers

1



Winter 2018 program PCP Participants

Nora Bowman

Janett Hunter

LaNeitra Moore



Starter Kit Product Bonus Oct. 1-31

It's back! New Consultants who sign their agreements and purchase a \$100 Starter Kit in October receive a FREE *Clear Proof*® Deep-Cleansing Charcoal Mask and *TimeWise*® Moisture Renewing Gel Mask.

October Double Credit Promotion

Double your success and have twice the fun as you work your business full circle! From October 1-31, you have the chance to earn double credit toward the Seminar 2019 Queens' Courts of Personal Sales and Sharing. Don't miss this opportunity! It's the key that can open the door to valuable Seminar recognition and prizes!

OCTOBER KEY

MAKE IT
A PARTY!



November Birthdays

| | |
|----------------------|----|
| Chequetta Bell | 1 |
| Shakelia Dewberry | 1 |
| Juanita George | 2 |
| Theresa Cumberlander | 7 |
| Angela Smith | 8 |
| Lisa Lindsay | 9 |
| Tressa Allen | 9 |
| Sandra Jackson | 15 |
| Marilyn Johnson | 16 |
| Chandra Cherry | 24 |

November Anniversaries

| | |
|-----------------------|----|
| Mary Finley | 17 |
| Meshelle Merritt | 14 |
| Blanchie Powell | 10 |
| Lisa Rucker | 9 |
| Valencia Brown | 1 |
| Ava McEachnie | 1 |
| Artrence White | 1 |
| Kayla Nettles | 1 |
| Takemia Addison | 1 |
| Tijuana Bennett | 1 |
| J A Hover Estates LLC | 1 |
| Shirley Hudson | 1 |
| Laquinta Webster | 1 |



Set your sights on directorship this year and make your dream a reality! Class of 2019, here you come!



You Hold The Key!

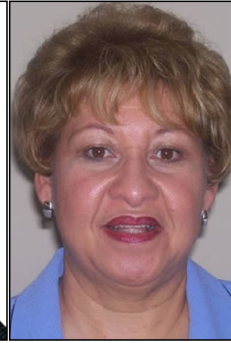
Our Top 5 YTD Personal Retail Court According to MK Orders



Marilyn
Harris



Monique
May



Marilyn
Johnson



Rita
Simmons



Shelia
Little

Year to Date Retail Court

| | |
|---------------------|------------|
| 1 Marilyn Harris | \$5,439.00 |
| 2 Monique May | \$4,188.00 |
| 3 Marilyn Johnson | \$4,114.00 |
| 4 Rita Simmons | \$3,672.00 |
| 5 Shelia Little | \$3,010.00 |
| 6 Dorandes Thompson | \$2,833.50 |
| 7 Meshelle Merritt | \$2,661.00 |
| 8 Lisa Dewberry | \$2,612.00 |
| 9 Marta Silva | \$1,571.00 |
| 10 Janett Hunter | \$1,534.00 |

Words of Wisdom by Mary Kay Ash:

Everyone wants to be appreciated, so if you appreciate someone, don't keep it a secret. Fine deeds and performances are easy to recognize. Other times, however, you might have to look for things to appreciate. Get into the habit of expressing your appreciation to people, and observe how it affects them. In time, they will be performing over and above the call of duty because they enjoy the recognition.

Year to Date Sharing Court



Marilyn
Harris
2 Qualified

Sharing the opportunity can take you where you want to go! Be in the Queen's Court of Sharing with 24 new qualified personal team members this year!



Make plans to be On Stage at Seminar 2019!!

You Hold The Key to Directorship & More! It's time for a Great Start!

Wealthy Area October Contest!


Winning With Full-Circle Skills.

Six Most Important Steps:










1. Schedule the appointment and pre-profile your customer.
(Use the Customer Profile Cards from Section 2)
2. Offer a free gift when shared with 2 or more adult friends.
3. Conduct 15 facial appointments using the Skin Care Party Flip Chart.
(Print your Flip Chart from marykayintouch or purchase on Section 2)
4. Close your selling appointment using the Mary Kay Placements and Customer Profile Card Survey.
(Print your Placemat from marykayintouch or purchase on Section 2)
5. Complete your customer service with a MK Interview Guide.
(Located at www.kymwalker.com under National Kym's Favorites)
6. Submit results to your Director and send a sincere thank you note to your customers.

Once I receive your (detailed) results, your name will go into a Monthly Drawing for a **\$50 Gift Card!**

All October, November & December participants will then go into an Advance Drawing for **\$100 CASH** to be given away in January!



Get Set for a BEAUTIFUL YOU!

| | | |
|---|--|--|
| Basic Skin Care \$56  | TimeWise® Miracle Set 3D™ \$110  | Ultimate Miracle Set 3D™ \$165  |
| Ask me how to get the Travel Roll-Up Bag! <small>All at once! These are perfect for your cosmetics, skincare and accessories. \$39 suggested retail (limited).</small>  | TimeWise® Repair® Vio Firm® Set \$205 <small>Scientifically innovative products for the advanced signs of aging. Formulated for all skin types.</small>  | White Tea & Citrus Satin Hands® Pumping Set \$36 <small>This special treatment revitalizes and rejuvenates the look of hands, so they feel renewed and instantly look healthier.</small>  |
| Clear Proof® Acne System \$45 <small>Clinically shown to provide clearer skin in just 7 days!</small>  | Botanical Effects® Skin Care \$54 <small>Suitable for sensitive skin, this easy-to-use regimen is infused with simple ingredients that deliver a wealth of essential benefits.</small>  | Customized Color Look \$64 <small>Choose your shades to create the most beautiful you!</small>  |

MAKE CHOICES TO MOVE UP FAST!!



Earn Your \$100 Red Jacket Bonus this Fall!

It's never been a better time to be in a red jacket! You're making connections, earning money, and now during this promotional period, you can receive a one-time \$100 Red Jacket Bonus. To build on your Great Start momentum, you can see even more rewards from team building when you achieve red jacket status.



RACE FOR RED

MARY KAY
LEADERSHIP
2019

DO YOU WANT TO DRIVE AWAY IN
A MK STYLE MINI COOPER?

TAKE ADVANTAGE OF DOUBLE CREDIT THIS

MONTH & SET YOUR GOALS NOW TO
QUALIFY AS A GRAND ACHIEVER BY
LEADERSHIP AND JOIN ME
THERE FOR THE FUN!!

Help your customers focus on
earning extra cash for the holiday
season! Ask her, "If money were no object,



what would you like to purchase for your family for the holiday season?" Write down her answer. Respond with, "What if I could show you a way to make that dream a reality? With Mary Kay and a little work, anything is possible!"



IF YOU WANT A CAR.
YOU WILL GIVE IT
YOUR BEST SHOT!

1. Hold lots of classes!
2. After the close of your class, say, "How many of you like to shop for free?" Of course they all say, "I do!"
3. Have a basket full of MK's Team-Building CDs or DVDs in the middle of the table and say, "If you will go home and listen to this CD in the next 48 hours (in fact, why not listen to it on the way home?) and get together with me and fill out the Company Evaluation Sheet, I will give you a lipstick or mascara free! Which would you prefer?" Also have a few audio file links ready for those who'd like to listen to the information on their phone. You need to know who takes them home so you can follow up.
4. Depending on the number of classes you're holding per week, you should schedule 2 interviews per class. If you end up holding 4 classes, that means you'd end up holding about 8 interviews a week from this (along with selling product) and recruiting an average of 2!
5. You'll be on your way to driving free, directorship and more!





Recruiter's Checklist

The following is a checklist of some suggested activities that may assist you in helping your newest team members make successful starts with their Mary Kay businesses. Enter check marks to record your team members' progress.

New Team Member Name

Submit Independent Beauty Consultant Agreement to the Company.

Suggest she review her First Steps kit (packed in the On the Go Tote) and sign up for special limited-time offers.

Discuss her Mary Kay goals.

Discuss inventory options. (Review the Ready, Set, Sell! brochure with her.)

Enter date first order is sent to the Company (within 15 days to receive signature look).

Suggest she open a separate checking account for her new business.

Help her complete her Weekly Plan Sheet.

Help her schedule a debut or grand opening.

Suggest she designate and organize her home workspace.

Encourage her to complete the Satin Hands® Challenge.

Help her schedule a skin care class and/or collection preview to observe.

Provide her with information about her Independent Sales Director's unit meeting and New Consultant Orientation.

Encourage her to unpack her Starter Kit Bag and review the contents.

Encourage her to review the educational materials.

Encourage her to book Power Start Plus appointments.

Confirm her Power Start Plus appointments (and call her after each one).

Work with her to obtain future bookings.



START YOUR MARY KAY BUSINESS WITH A BONUS!



Get
TWO FREE*
products when you
start your Mary Kay
business in October:
one **TimeWise®**
**Moisture Renewing
Gel Mask** and one
Clear Proof®
**Deep-Cleansing
Charcoal Mask.**

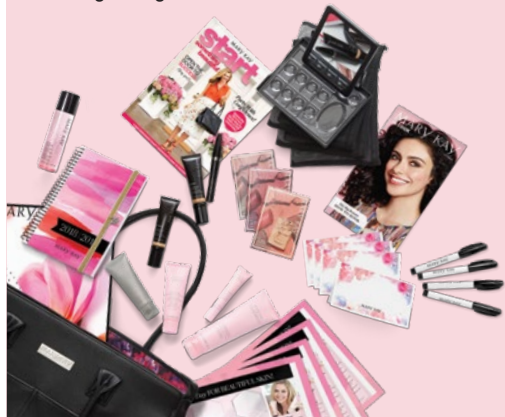
YOU HOLD THE KEY



MARY KAY

HURRY!
Offer ends
Oct. 31, 2018!

Within your Starter Kit is everything you'll need to start your Mary Kay business and connect with your first hostesses and customers! For only \$100,[†] you'll receive products for demonstration and literature that can help you on the path to success in your Mary Kay business. Plus, you'll get **TWO FREE*** products as a bonus! What a great way to start your Mary Kay business!



[†]Plus shipping, handling and tax

^{*}Limit one each of retail-sized *TimeWise®* Moisture Renewing Gel Mask and one *Clear Proof®* Deep-Cleansing Charcoal Mask per new Independent Beauty Consultant. Retail-sized product in the Starter Kit is not intended to be purchased from the Company for resale and is for demonstration purposes only. As an Independent Beauty Consultant, your relationship with the Company is that of an independent contractor.

The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this page in connection with their Mary Kay businesses in print form only. This page should not be altered from its original form nor incorporated into other materials.

Ask me, your Independent Beauty Consultant, **how to get started today!**





KYM WALKER
SR. NATIONAL SALES DIRECTOR OF
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Return Service Requested

Words of Wisdom by Mary Kay Ash

Today is the first day of the rest
of your lives. Use it to climb to
the heights not climbed
by others. The rungs of the
ladder are unselfishness, love,
sincerity and faith.

Are you in the Red Zone?



Now is the perfect time to share! Women are always looking for some extra cash, and they want a career that's meaningful! By focusing on providing opportunities for others, you'll see doors open for you! You can move on up this month by sharing the opportunity and getting in the RED ZONE! Stay focused, accept the challenge, and Seminar will hold a red jacket and lots of green cash, too!

Have you made a commitment to move your business forward? You'll look so great in your new red jacket or director's suit! Will you choose to climb the career path for Seminar?

Decide on the goal. Put a date on it. Decide how many personal classes and interviews it will take to reach your goal. Book selling & sharing appointments for the next 2 weeks. Get support systems organized and ask your family for help!

Make a goal poster and post it in your office.

Practice your positive affirmations.

I know you can do it!

Practice Expert Listening this Month!

October is a great month for holding classes and **working full circle**.

Remember to listen, listen, listen! What products is she interested in and would like to earn free? What things would she like to change in her life that our opportunity could provide? When you listen for her needs first and believe in our incredible opportunity, it's easy to help others meet their own needs and empower them to change their lives, one day at a time!

"I've been saying that the real winners succeed by learning the needs of other people, then appealing to those needs. Zig Ziglar, consultant to many marketing companies, puts it in even stronger terms: "You can get everything in life you want if you just help enough other people get what they want." But it is easy to make a fatal error at this point and assume that other people have needs identical to yours or that you can predict their needs without asking or listening."

~Alan Loy McGinnis